POINT MEETING

September 12, 1973

Location: New Games and Whole Earth Epilog Office, Sausalito

Attending: Nathan Hare, Jerry Mander, Huey Johnson, Mike Phillips, Stewart Brand, George Jay (Elijah), Lois Brand, Diana Shuggart, Richard Austin.

Huey introduced George Jay, an ex-banker from Tacoma, Washington.

Mike: Neil Boorstein is still reviewing the possibilities of a Random House audit and we should know by the end of the month whether it will cost $2,000 or $20,000.

Stewart: I'd like to keep in touch with the audit as I'll be doing some bartering with publishers in the next couple of months on the Whole Earth Epilog. I'd also like to look into the ramifications of a $10,000 grant to Huey Newton to help his group move from Oakland to SF.

Mike: It's OK, he has a couple of tax exempt groups.

Jerry: Joan McIntyre has had great success with the whale ad, and it looks like there is a turnabout happening with the Whaling Commission, though the moritorium vote didn't pass this year but it was close. A meeting is being organized for Spring in Japan to work on the moritorium.

Mike: Had a great time on my trip - feel I'm 80% Japanese now. The trip has also had a great effect on my direction of grant giving for the next year. It made me aware of the "numbness" of the people here in the U.S., the lack of sensitiveness and that there is not much happening in the way of new ideas or solutions. In talking with Ida

Strickland and Herb Allen they found similar patterns. I can see the need for viewing program-proposals over long periods like 20 years. For example promoting inter racial and inter cultural families.

FINANCIAL REPORT

Lois gave everyone a copy of the preliminary audit being done by Donald Moon.

Huey: I want a statement from the auditor regarding the difference in figures between ours and Random House's.

Lois: Random House won't reply so the audit will exclude this confirmation. We'll have a full POINT audit within a week. The auditor mentioned our loan of $6,300 to Life Forum. There's not much chance of it being repaid since there is a new group and the suggestion is to make it a grant.

The Board approved.

Mike: Time to select a new board member. Is the same procedure as last time OK - put the nomenations on a sheet of paper and then we mark the ones we prefer with another vote if there's a tie?

Jerry: Something we ought to consider is that four of us (Huey, Stewart, Mike and myself) will all be leaving at the same time (next year). I feel that if we are to replace oursleves there should be a transition period for the new members so they won't be left in the cold. Maybe have them attend a few meetings prior to the changeover. Also maybe we should have discretion to select our successor.

Mike: We could have a pool of names to think on for a period of time before narrowing it down and be especialy responsible for one good one. We can deal with that later. Let's take care of replacing Dick First.

Seven names were written in the tablet with a bit of discussion on them and then the tablet was circulated. On the first round Dick Baker Roshi, Zen Abbott at the SF Zen Center, was selected to fill Richard Raymond's vacant chair.

Mike: As things stand now funds will not be available for Baker Roshi until November first when the new cycle begins.

Jerry: I feel we should increase the amount of money in our discretionary funds. With over $700,000 it seems we are not reducing the original amount in keeping with our idea of spending it all and we won't do it at this rate.

Mike: A third year bonus?

Stewart: No, a third year penalty if anything. As an alternative to larger allowances we might consider increasing the size of the board. This also could possibly make the granting more effective by spreading it out.

Jerry: I'm getting more effective with experience and am now tending towards smaller grants.

Huey: It's important to consider the effect of money giving on ourselves. I think that if you want to give more money you should try to get on other foundation boards. For me granting becomes a heavy responsibility.

Jerry: I suggested getting on the board of SF Foundation and they really thought it was a joke.

Mike: If we overlapped the future four new board members by six months that would increase the spending power by $200,000 and help reduce the POINT balance.

Stewart: With the Whole Earth Epilog due to come out next year POINT's funds will more than likely increase as it will have an injection effect on the sales of W.E.C. I'd like to have POINT publish the Epilog and also work out a royalty program to

spread it over a couple of years so as to carry on more projects. I'm also considering doing the publisher's agenting this time to eliminate that rake off.

Huey: Many people have asked me why you stopped the W.E.C. Why did you make it an art form, a statement, and not an ongoing corporation or something? You shouldn't start it again! --- Anyway you are so creative you should carve yourself out half. If necessary make a Stewart Brand trust.

Stewart: The W.E.C. is so out of date it's not a useful tool. Not 50%, I'm talking more in terms of 15%.

Jerry: I don't like 50%, 15% sounds OK but I want you to think about it.

Nathan: I feel you should protect your future in order to give your creativity freedom so later on you won't have to sell yourself for the sake of building new projects.

Mike: We could do 25% of POINT's share and have POINT allocate it over say 5 years. That is close to the conventional 7% of gross price for authors.

Diana: Standard is 7½% for the softcover and 10% for hardback. I feel it's time for a precident because the publisher always gets the greatest portion of the money while the author (the one who does all the work) gets very little.

Mike: Maybe 15% author's fee and 10% for the agent fee.

Stewart: Persons inside the organization should penalize themselves otherwise the IRS would justifiably pressure us for showing favoritism. It should be 15% for inside authors and 25% for outsiders if they want POINT to publish their books and we agree to. There may be some karmic hangovers with Don Gerard as far as agenting but may try to bypass it. I want a contract drawn up between POINT and me on a 15% royalty fee in exchange for editing and agenting.

Lois: Our accountant also suggested that we should have separate on-paper agreements and not just minutes on things like this.

Stewart: Should we have a separate administration fund set up? We already have books set up on New Games and Epilog.

Lois: The accountant said it would be best that you kept your own books.

Stewart: Another thing --- will POINT front the publishing costs?

There was general agreement that POINT would handle publishing costs.

Stewart: This is a low overhead project, $40/month for the office and that includes $5/month for the electricity via the extention cord from the next building.

Lois: We have a new insurance company, jointly with Portola.

Stewart: We need insurance for New Games. It's likely we will have a waiver to be signed by the participants.

Mike: POINT has something to be sued over so we need to have liability insurance.

Lois: I'd like to have some decision regarding credit cards for New Games and Epilog.

Mike: It's OK as long as only Stewart and Diana have the cards and will keep their bookkeeping. Put a credit limit on them in case they are lost. Also, Nathan we need some discussion on the reasoning behind your grants to Chrisman and Allen.

Nathan: I believe charity begins at home and spreading abroad from there and I feel I shouldn't penalize those close to me. That's why I granted funds to both Allen and Chrisman even though they work with me. Their projects are certainly worthy enough.

Mike: We have the precident for this - Huey's grant to Greg Archibald and several others that have been really good but we should have it in the minutes so that it is clear we all considered it.

Jerry: What about our own personal agent grants? How has that been handled for Nathan and others?

Mike: In some cases that has worked out as a salary in others in the form of billing. Each one has their own system with most just billing for Board related time as you do.

Jerry: How has your agent grant affected you Nathan?

Nathan: It gives me freedom that I wouldn't have if I had to make a living in another way. I almost was going to leave.

Lois: We need some sort of standard system. Are we going to continue the director's agent grant with the new directors?

Stewart: Let's set it at a billing rate to be worked out between the President and the new directors. A simple system to make the bookkeeping easier.

The meeting adjourned on this and everyone headed outside into the Sun.

The directors, except Huey, went to an onsite first meeting of the New Games group.